

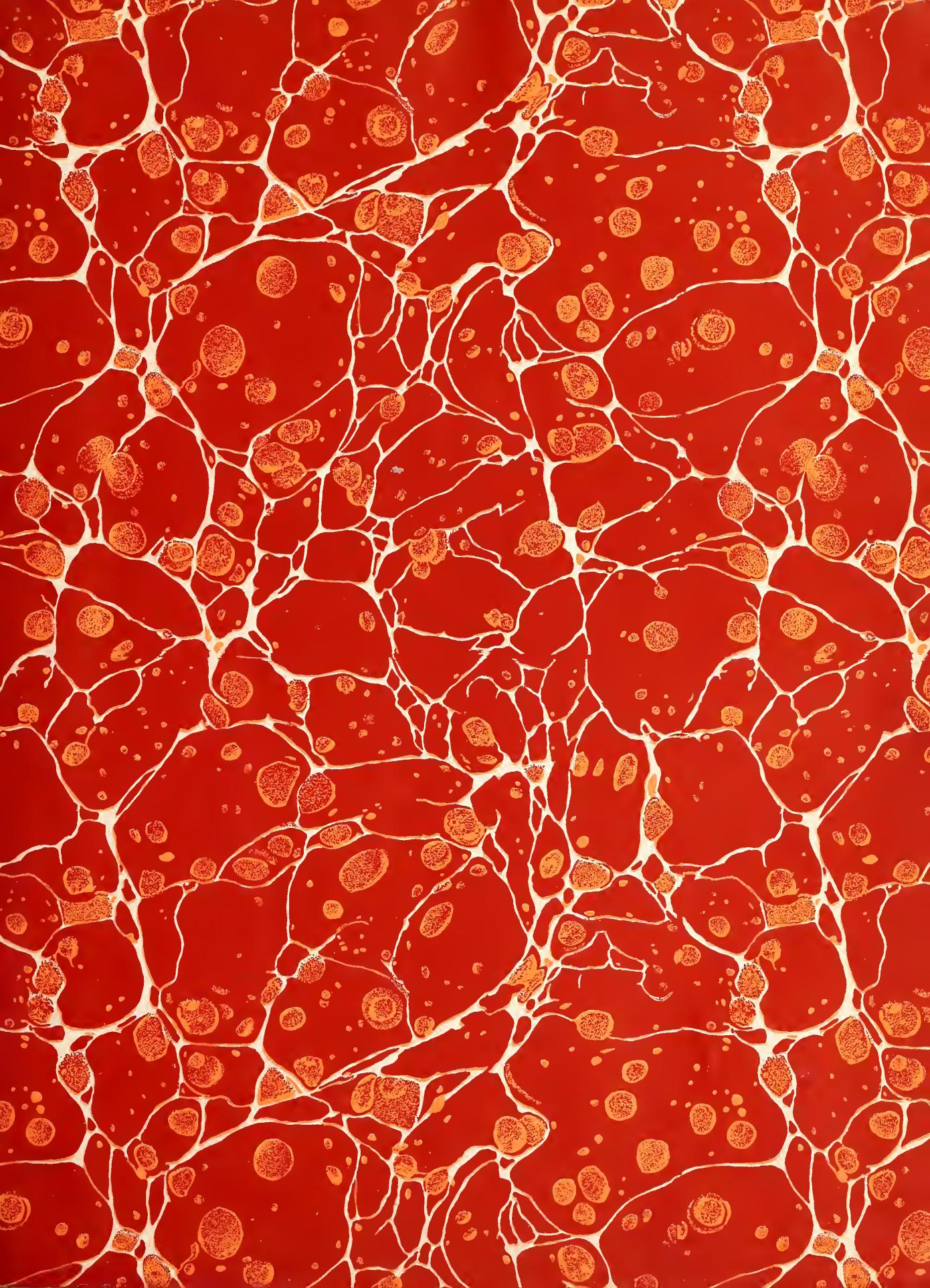
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EUROPE AS A MARKET FOR AMERICAN PECANS



Washington, D. C.
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CONTENTS

	Page
Nut production in Europe.....	1
Filberts.....	2
Walnuts.....	2
Almonds.....	4
 Nut consumption in Europe.....	 5
Filberts.....	5
Walnuts.....	7
Almonds.....	9
Other nuts.....	11
 The price situation.....	 12
Europe's capacity to consume American pecans.....	13
 The pecan in England.....	 14
The English nut market.....	16
Methods of selling.....	18
Shipments.....	18
Advertising.....	19
 The pecan in Germany.....	 19
The pecan in France.....	20
The pecan in Belgium.....	21
Dutch nut imports.....	23
Scandinavian nut imports.....	24
Denmark.....	24
Sweden.....	24
Norway.....	25

EUROPE AS A MARKET FOR AMERICAN PECANS a/

Of all the continents, Europe is the largest producer and consumer of filberts, walnuts, and almonds. Moreover, since the end of the World War important quantities of Brazil and cashew nuts have been imported, especially by the non-producing nut countries of Europe. Although the peanut is imported in very large quantities by many countries of the European continent, it is used principally for its oil.

Individual attempts have been made from time to time by American pecan growers to introduce their product into Europe. Their failure has been attributed mainly to price competition with other nuts, lack of an advertising campaign, or the existence of trade barriers. The following pages present the results of an investigation recently made by representatives of the United States Department of Agriculture in Europe as to the possibility of developing European markets for American pecans.

In order to judge the position of pecans on the markets of Europe as well as the latter's capacity to consume this product, an analysis is first made of the European trend of production, supply and consumption as well as prices of competitive nuts.

Nut production in Europe

Filberts, walnuts, and almonds are the three types of nuts that are widely grown in certain countries of Europe. Peanuts, (with the exception of a few produced in Spain) Brazil nuts, pecans, and cashews are not produced on the European continent.

a/ Based on reports by N. I. Nielsen, Agricultural Attaché at Paris and F. A. Motz, Agricultural Commissioner at London, as well as information from L. V. Steere, Agricultural Attaché at Berlin and W. H. Beach, Consul at Antwerp.

Filberts - With the exception of a few produced in Russia, it may be said that the commercial production of filberts in Europe is confined to Spain, Italy, and Turkey. Bearing every other year only, the filbert tree is easily affected by adverse weather conditions, a situation which accounts for the irregularity of filbert production. Although filbert production statistics do not indicate any particular trend, it might be said that the combined production of the three European producing countries increased somewhat during the last six years (see Table 1). Thus, what might be considered a normal crop at present represents a slightly larger tonnage than it did a few years ago. There are no figures available on the bearing and non-bearing acreage in filberts but it is known that the high prices received prior to 1930 stimulated plantings, particularly in Spain. Practically all of these trees are now of bearing age although not yet mature. This means that Spain's capacity to produce filberts may expand a little in the near future. It seems certain, therefore, that under average weather conditions the European production of filberts will at least be maintained for a few years with good chances that it may be increased.

Table 1

FILBERTS: Estimated European Production, by countries, 1929-1934 and preliminary 1935*

(unshelled basis)

YEARS	ITALY	SPAIN	TURKEY	TOTALS
	Short tons	Short tons	Short tons	Short tons
1929	10,000	39,400	10,600	60,000
1930	17,000	10,500	66,000	93,500
1931	26,000	24,000	37,000	87,000
1932	40,000	35,000	56,000	131,000
1933	5,500	14,000	54,000	73,500
1934	25,000	38,000	37,000	100,000
6 year av.:	20,600	26,800	43,400	90,800
1935 Prel.:	11,000	22,000	60,000	93,000

Paris Office, Foreign Agricultural Service.

*Exclusive of Russia.

Walnuts^{1/}— The walnut is quite generally grown in Europe, but commercial production is restricted largely to Italy, France, Rumania, Yugoslavia, Bulgaria, Hungary, and Turkey. As with filberts, though to a lesser degree, production varies considerably from year to year. In the case of walnuts, however, the trend of production during the last six years has been slightly downward (see Table 2). This decline can be attrib-

^{1/} Throughout this report English walnuts are referred to when walnut production and consumption are discussed.

uted mainly to the large number of walnut trees cut for lumber, especially in France and Rumania. Walnut wood has been very much in demand by the manufacturers of war materials and the high prices offered induced many growers to sell their mature trees. In Rumania, the government stopped this practice in 1934 by prohibiting the exportation of walnut wood, whereas in France, as far as is known, few trees have been cut for this purpose during the last two years.

Table 2

WALNUTS: Estimated European production, by countries, 1929-1934 and preliminary 1935
(unshelled basis)

YEAR	ITALY	FRANCE	RUMANIA	YUGOSLAVIA	BULGARIA	HUNGARY	TURKEY	TOTALS
	Short tons							
1929	:17,600	:51,900	: 6,400	: 5,500	: 1,500	: 2,300	: 6,100	: 91,300
1930	:14,000	:33,300	:11,900	: 8,500	: 2,600	: 4,500	: 9,600	: 84,400
1931	:15,400	:51,900	:16,500	:11,000	: 2,800	: 4,500	: 8,300	:110,400
1932	:14,300	:32,700	: 6,600	: 9,800	: 3,300	: 1,700	: 5,500	: 73,900
1933	:17,100	:31,400	: 6,600	: 4,400	: 3,300	: 1,700	: 7,700	: 72,200
1934	:17,900	:46,800	:12,100	: 7,200	: 4,100	: 3,300	: 8,300	: 99,700
6 year av.	:	:	:	:	:	:	:	:
	:16,100	:41,300	:10,000	: 7,700	: 2,900	: 3,000	: 7,600	: 88,650
1935	:	:	:	:	:	:	:	:
Prel.	:19,300	:36,000	: 8,300	: 3,700	: 3,300	: 1,700	: 7,700	: 80,000

Paris Office, Foreign Agricultural Service.

Regarding the future trend of European walnut production, it is believed that in France the downward trend has been stopped, although no increase in production is expected for some years as it is felt that the number of young trees is only sufficient to keep production at about its present level. In Italy, however, production has been increasing and will continue to do so as a result of the plantings made during the ten-year period 1921-1930. The increase in Italian production will come primarily from trees now classed as bearing but not yet mature, the crop of which will gradually become larger. In 1927, Rumania reported a total of 3,625,000 walnut trees while in 1932 the total given was 5,314,000, or an increase of 47 percent in five years. Although plantings have continued since 1932, it is probable that the total number of trees now in existence is about the same as in that year, as many old trees have been cut for the wood. While this cutting of mature trees has temporarily curtailed production, it is expected that in the near future, when the young trees begin to bear, the trend will again be upward. Little can be said regarding the future trend of walnut pro-

duction in Yugoslavia and Bulgaria, except that the governments of these two countries have been trying for some years to stimulate interest in walnut culture. Nothing at all is known regarding conditions in Turkey.

In general, therefore, there is some indication that European walnut production will increase in the future. The rate of increase will be very slow, however, because in Europe it takes a long time for the walnut tree to reach the bearing age.

Almonds - The almond is grown in most of the Mediterranean Basin countries, but Spain and Italy are the largest producers. Together they account for about 90 percent of the total almond production of Europe. While some almonds of the paper-shell type are grown and marketed in the shell, it is safe to say that the Mediterranean Basin almond is of the hard-shell type and must be shelled before being marketed. In other words, Europe is important in the international trade of almonds only as far as the shelled product is concerned.

Table 3

SHELLED ALMONDS: Estimated European production, by countries,
1929-1934 and preliminary 1935.

YEAR	ITALY	SPAIN	FRANCE	FRENCH		PORTUGAL	TOTALS
				Short tons	MOROCCO:		
1929	45,500	18,600	150	3,100	1,400		68,750
1930	34,000	22,200	430	1,100	1,800		59,530
1931	17,000	26,600	900	2,600	3,800		50,900
1932	28,000	20,600	1,300	2,100	1,700		53,700
1933	33,000	24,600	1,700	2,600	3,000		64,900
1934	33,300	29,600	1,700	2,000	2,600		69,200
6-year average	31,800	23,700	1,030	2,250	2,383		61,163
1935 Prel.	34,000	27,100	1,300	1,100	1,400		64,900

Paris Office, Foreign Agricultural Service.

The trend of almond production in Europe during the six-year period 1929-1934 has been upward (see Table 3). This is the result of heavy plantings made in Spain and Italy during a period of several years just prior to 1930 when good prices were received. No statistics are available as to the number of trees planted during that period, but it is estimated that there will be more than enough to take care of replacements. Since these trees are not yet fully mature, it is to be expected

that under favorable conditions a gradual increase in production will continue in these two countries for several years to come. Some plantings have likewise been made in French Morocco, and, while almond production in this country is not of much importance, some increase may be looked for there. There is no information available regarding the trend of almond production in Portugal. In France, however, there might be a slight decrease in production as recent plantings have been very light and the bearing trees are old. It is probable, therefore, that the total capacity of the Mediterranean Basin countries to produce shelled almonds will continue to expand gradually, and under normal weather conditions the average almond crop for the next six years may be a little greater than during the last six.

Information regarding production of paper-shell almonds in the Mediterranean Basin is not complete enough to provide a good basis for forecasting the future trend, but it is likely that production will at least be maintained.

In summarizing, it seems probable that the trend of the combined production of filberts, walnuts, and almonds in Europe will be gradually upward for some years to come. In other words, under normal weather conditions, European production of these three types of nuts during the next six-year period should average a little above that of 1929-1934.

Nut consumption in Europe

In the following section an attempt is made to estimate the possible supply and consumption of nuts in the principal nut-producing and non-producing countries of Europe.

Filberts - With the exception of small quantities taken by the United States and Canada, very few European shelled and unshelled filberts are consumed outside of Europe. By deducting American and Canadian imports from the exports of Spain, Italy, and Turkey, therefore, some idea of filbert consumption in non-producing European countries may be obtained (see Table 4). During the six-year period 1929-30 to 1934-35, inclusive, the North American demand for European filberts declined and since production was about maintained, it is evident that European countries had to absorb slightly increasing quantities. This increase in consumption was more pronounced in the filbert-producing countries as a direct result of prevailing low prices (see Table 4).

As to the future, it is not expected that North America, especially the United States, will buy as many filberts from Europe as it did some years ago. It is believed that the gradually developing filbert industry in the states of Oregon and Washington may take care of the domestic filbert requirements. It is possible, however, that the European countries may attempt to stimulate filbert consumption in other countries, particularly in South America, although this is not

Table 4

FILBERTS: Estimated consumption in producing countries
of Europe, 1929-30 to 1934-35*

Year	Exports					Estimated
	Production	Unshelled	Shelled on basis	Total unshelled	consumption unshelled basis**	shelled basis
	(unshelled basis)	basis	basis	basis	basis	basis
	Short tons	Short tons	Short tons	Short tons	Short tons	Short tons
1929-30	60,000	12,632	39,549	52,181	7,819	
1930-31	93,500	23,510	54,141	77,651	15,849	
1931-32	87,000	20,940	45,980	66,920	20,080	
1932-33	131,000	29,163	58,443	87,606	42,913	
1933-34	73,500	18,091	55,890	73,981		
1934-35	100,000	21,951	60,117	82,068	17,932	
6-year average	90,800	21,047	52,354	73,401	17,432	

*Exclusive of Russia.

FILBERTS: Estimated consumption in non-producing countries
of Europe, 1929-30 to 1934-35.

Year	Estimated exports to United States and Canada					Estimated consumption in non-producing countries of Europe
	Total exports from European countries	Shelled: unshelled	on unshelled basis	Total unshelled: shelled: shelled basis**	Shelled on unshelled basis	Total unshelled basis
	Short tons	Short tons	Short tons	Short tons	Short tons	Short tons
1929-30	52,181	2,700	5,106	7,806	9,932	34,443
1930-31	77,651	3,500	5,551	9,051	20,010	48,590
1931-32	66,920	3,200	3,108	6,308	17,740	42,872
1932-33	87,606	3,600	3,996	7,596	25,563	54,447
1933-34	73,981	1,800	2,664	4,464	16,291	53,226
1934-35	82,068	1,700	2,664	4,364	20,251	57,453
6-year average	73,401	2,750	3,847	6,598	18,297	48,507

Paris Office, Foreign Agricultural Service.

**The conversion factor used is 1 lb. shelled = 2.22 lbs. unshelled.

probable. With future prospects for markets outside of Europe as indicated and with European filbert production still on the increase, the chances are that for some time to come the supply of filberts on the large consuming markets of Europe will be at least as large if not slightly larger than it has been in recent years. It might also be assumed that larger supplies will tend to depress prices, which in turn might cause an increase in consumption. It is probable, therefore, that during the next few years there will be an upward tendency in the consumption of European filberts by the filbert-producing and non-producing countries of Europe.

Walnuts - There was a time when a very large portion of the European walnut crop was sold on the American market both as shelled and unshelled walnuts. As production on the Pacific Coast increased, however, and United States consumption decreased in the depression years, a smaller percentage of America's walnut requirements has been supplied by Europe. In addition to those sent to the United States, some European walnuts, both shelled and unshelled, are exported to Canada and to the South American countries, but in general it can be said that the total European walnut trade with North and South America is of little importance.

During the six-year period 1929-30 to 1934-35, when walnut exports to the United States declined, there was also a slight decline in European production. The latter, however, was not great enough to offset the decline in the American demand. Moreover, the importing countries of Europe took fewer European table walnuts, especially during the last three years of this period due to the sale of American walnuts on these markets (see Table 5). The resulting low prices of walnuts in the countries of production caused an increase in walnut consumption in those countries only. In the case of filberts, as has already been pointed out, low prices resulted in an increase in consumption in both the producing and non-producing countries. It is true, however, that during the six-year period 1929-30 to 1934-35, imports of European walnuts, together with the imports of walnuts from the United States caused the consumption of table walnuts in the importing countries of Europe to be well maintained. The consumption of shelled walnuts, however, showed no particular trend during the same six years.

It was pointed out that the decline in the production of walnuts in Europe is about at an end and that the trend will be gradually upward for some years to come. This does not necessarily mean, however, that walnut exports from European producing countries will also increase, since consumption has been growing in these countries and may continue to do so. Furthermore, walnut exports from these countries will to a certain extent be governed by the sale of American walnuts in Europe. Since the United States production of walnuts is still on the increase, it is apparent that there will be a possible export surplus for shipment to the European market. This, together with the European production out-

Table 5

WALNUTS: Estimated consumption in producing countries
of Europe, 1929-30 to 1934-35

Year	Exports					Estimated consumption (unshelled basis)
	Production (unshelled basis)	Shelled on Unshelled basis*	Total unshelled basis	unshelled basis	unshelled basis	
	Short ton	Short ton	Short ton	Short ton	Short ton	
1929-30	91,300	35,519	25,675	61,194	30,106	
1930-31	84,400	29,411	17,577	46,988	37,412	
1931-32	110,400	38,007	22,305	60,312	50,088	
1932-33	73,900	29,208	14,293	43,501	30,399	
1933-34	72,200	20,062	10,745	30,807	41,393	
1934-35	99,700	28,435	13,790	42,225	57,475	
6-year average	88,650	30,107	17,397	47,505	41,145	

WALNUTS: Estimated consumption in non-producing countries of Europe, 1929-30 to 1934-35**

Year	Estimated exports to North and South America					Estimated consumption of European walnuts in non- producing countries of Europe				
	Total exports from European countries (unshelled basis)	Shelled: un- shelled	Shelled: un- shelled	Total unshelled: un- shelled	Shelled on: un- shelled	Shelled on: un- shelled	Total unshelled: un- shelled	Shelled on: un- shelled	Shelled on: un- shelled	Shelled on: un- shelled
	Short tons	Short tons	Short tons	Short tons	Short tons	Short tons	Short tons	Short tons	Short tons	Short tons
1929-30	61,194	3,700	18,000	21,700	31,819	7,675	39,494			
1930-31	46,988	2,200	11,750	13,950	27,211	5,827	33,038			
1931-32	60,312	3,500	11,250	14,750	34,507	11,055	45,562			
1932-33	43,501	1,600	6,500	8,100	27,608	7,792	35,400			
1933-34	30,807	700	4,000	4,700	19,362	6,745	26,107			
1934-35	42,225	400	2,750	3,150	28,035	11,040	39,075			
6-year average	47,505	2,017	9,042	11,058	28,090	8,355	36,446			

Paris Office, Foreign Agricultural Service.

* The conversion factor used is 1 lb. shelled=2.5 lbs. unshelled.

**Exclusive of Russia.

look, leaves little doubt but that in the next few years table walnuts will be plentiful on the markets of Europe. Perhaps it is safe to assume, therefore, that this condition may result in an increase in walnut consumption in Europe during the next few years.

Almonds - During the six-year period 1929-30 to 1934-35, when the production of shelled almonds in the Mediterranean Basin countries tended upward, exports to the United States, the largest consumer outside of Europe, declined very rapidly. In fact, American imports of shelled almonds from the Mediterranean Basin countries decreased from 9,503 tons in 1929-30 to only 1,625 in 1934-35. This situation resulted in somewhat larger shipments of Mediterranean shelled almonds to European countries, especially toward the close of this six-year period. Nevertheless, as a result of the short 1935 California almond crop, as well as the somewhat improved economic conditions in the United States, there has been so far during 1935-36 a substantial improvement in American imports of European shelled almonds. Unless the demand suddenly drops, the total may exceed 5,000 tons for the season. The peak of almond production has been reached in California and as purchasing power improves in the United States, American imports of European shelled almonds may gradually increase. It is not expected, however, at least for some time to come, that such imports will again reach 9,000 tons a year, because consumers' habits have changed.

Table 6

SHELLED ALMONDS: Estimated total European consumption (in producing and non-producing countries) 1929-30 to 1934-35*

Year	Total pro-	duction in	Estimated	Export to (i.e.	
	Mediterranean Basin	Total exports	consumption in producing countries	Exports to non-European countries	consumption in countries of Europe
	Short tons	Short tons	Short tons	Short tons	Short tons
1929-30	68,750	51,284	17,466	11,600	39,684
1930-31	59,530	44,737	14,793	7,900	36,837
1931-32	50,900	38,720	12,180	5,100	33,620
1932-33	53,700	42,910	10,790	3,700	39,210
1933-34	64,900	50,749	14,151	2,900	47,849
1934-35	69,200	58,284	10,916	3,500	54,784
6-year average	61,163	47,781	13,382	5,783	41,998

Paris Office, Foreign Agricultural Service.

*Exclusive of Russia.

Along with the probable increase in the United States demand for European shelled almonds, it is estimated that production will gradually continue to increase in the Mediterranean Basin countries. Whether or not the larger American demand will offset the increase in production is, of course, a question. On the other hand, there is a possibility that the rising trend of almond consumption in Europe is at an end and that from now on consumption will be more constant. In such a case, average consumption will still be larger than during the last six years.

The exact situation regarding European unshelled almonds is difficult to ascertain as production statistics for some countries are not available. European consumption of unshelled almonds also is not easy to ascertain, since the principal importing countries do not differentiate between the imports of shelled and unshelled products. However, judging from unofficial estimates it appears that during the last six years consumption has been on the increase. Little can be said for the future consumption of unshelled almonds in Europe, except that no decline is likely from the present trend, unless the United States should again import large quantities of the unshelled product.

Table 7

Estimated total European consumption (in producing and non-producing countries) of filberts, walnuts, and almonds, 1929-30 to 1934-35*

Year	Filberts	Walnuts	Almonds
	(unshelled basis)	(unshelled basis)	(Shelled)
	Short tons	Short tons	Short tons
1929-30	52,194	69,600	57,150
1930-31	84,449	70,450	51,630
1931-32	80,692	95,650	45,800
1932-33	101,466	1/ 68,499	50,000
1933-34	90,974	2/ 75,300	62,000
1934-35	95,636	3/ 102,850	65,700
6-year average	84,235	80,391	55,380

Paris Office, Foreign Agricultural Service.

*Exclusive of Russia.

1/ Includes 2,700 tons of unshelled walnuts imported from the United States.

2/ Includes 7,800 tons of unshelled walnuts imported from the United States.

3/ Includes 6,300 tons of unshelled walnuts imported from the United States.

In summarizing, it may be said that during the last six years the European consumption of unshelled filberts, walnuts, and almonds has not varied a great deal while consumption of these three nuts in the shelled form has been on the increase. Taking into consideration what has been said about the European production outlook for filberts, almonds, and walnuts and the chances of increasing exports to countries outside of Europe, it appears that there is some possibility that European consumption of these three types of nuts (both shelled and unshelled) may be increased. It is also believed that if this does happen, the rate of increase will be very gradual.

Other nuts - It is of interest to note that in addition to filberts, walnuts, and almonds, the nut-producing and non-producing countries of Europe annually consume very large quantities of other nuts (see Table 8). When these quantities are added to the three types of nuts produced and consumed in Europe, it is easily seen that the countries of the European Continent are very large consumers of nuts of all types. The separate classification of nuts other than filberts, walnuts, almonds, and peanuts is not given in the customs figures of many European countries. It is believed, however, that a great portion of European nut imports classified under "others" or "unenumerated" is composed of Brazil and cashew nuts. Pecans are virtually unknown in European markets although in recent years a few small lots have been shipped to England and two or three continental countries.

Table 8

Imports of peanuts, Brazil nuts, and "unenumerated" * nuts in nut-producing and non-producing countries of Europe, **1929-1934

Year	Peanuts***	Brazil nuts	Unenumerated*
	Short tons	Short tons	Short tons
1929 ...:	2,530,572	19,339	40,238
1930 ...:	2,441,612	9,188	39,670
1931 ...:	2,494,606	16,991	47,138
1932 ...:	1,719,554	13,206	45,799
1933 ...:	2,131,827	20,801	45,556
1934 ...:	2,347,020	15,390	48,172

Foreign Agricultural Service Division. Compiled from official sources.

*Includes cashews, pistachios, pecans, etc.

**Exclusive of Russia.

***Used mainly for the production of oil and oil meal.

The price situation

While the prices as given in Tables 9 and 10 are not entirely comparable, they do give an idea of values on the American and European nut markets. It is clear from the figures in these tables that the general level of nut prices in Europe is substantially under that in the United States. Moreover, when the supply of nuts that will probably be offered for sale in European markets in the future is considered, it seems likely that prices of filberts, walnuts, and almonds in the United States will continue to be above those of Europe.

Table 9

Opening f.o.b. prices of American filberts,
walnuts, and almonds at shipping points, 1934-1935

Nuts by variety	:	Cents per lb.	:	Cents per lb.
<u>Unshelled Filberts</u>	:		:	
Large Barcelonas	:	12.5	:	15.5
Fancy "	:	11.0	:	14.0
Baby "	:	10.0	:	13.0
Large Duchillys	:	14.5	:	17.5
Fancy "	:	12.5	:	16.0
Baby "	:	11.5	:	13.5
<u>Unshelled Walnuts</u>	:		:	
Diamond Ones	:	15.5	:	14.5
Diamond Large Buds	:	18.0	:	16.5
Emerald Babies	:	11.5	:	10.5
<u>Unshelled Almonds (*)</u>	:		:	
Nonpareil	:	19.5	:	25.5
I. X. L.	:	16.0	:	22.0
No Plus	:	15.0	:	22.0
Drake	:	12.0	:	17.0
Peerles	:	11.3	:	17.0
<u>Shelled Almonds (*)</u>	:		:	
Nonpareil Jumbo	:	35.0	:	45.0
" Large	:	34.0	:	44.5
" Medium	:	33.0	:	44.0
Drakes Jumbo	:	31.0	:	44.5
" Large	:	29.0	:	44.0
" Medium	:	28.0	:	43.5

Paris Office, Foreign Agricultural Service.

(*) The 1935 California crop was very short.

Table 10

Approximate prices of European nuts c.i.f. English ports and
Continental ports on the Atlantic, October 1934 and 1935

Nuts by variety	:	Cents per lb.	:	Cents per lb.
<u>Unshelled Filberts</u>	:		:	
Average quality - Sicily	:	7.4	:	9.3
Long selected - Naples	:	7.9	:	12.6
Round Tempestivo - Naples	:	7.6	:	11.2
Round Tardives - Naples	:	7.4	:	9.2
Current quality - Spain	:	7.3	:	7.9
Selected quality - Spain	:	7.6	:	8.3
<u>Shelled Filberts</u>	:		:	
Selected quality - Spain	:	16.4	:	17.6
<u>Unshelled Walnuts (*)</u>	:		:	
No. 1 Sorrentos - Naples	:	10.6	:	9.2
Corne extras 27 m/m & up - France	:	9.4	:	11.3
Marbot extras 29 m/m & up - France	:	10.1	:	12.9
Pure Mayette extras 30/32 m/m - France	:	13.1	:	14.1
<u>Shelled Walnuts</u>	:		:	
Bordeaux extra halves	:	23.2	:	29.4
Bordeaux Brokens	:	17.9	:	21.9
<u>Unshelled Almonds</u>	:		:	
Mollares - Tarragona soft shells	:	7.6	:	9.2
<u>Shelled Almonds</u>	:		:	
Primissima quality - Bari, Italy	:	19.8	:	18.3
Palma Girengi - current quality, Sicily	:	18.1	:	18.5
Esperanza current - Spain	:	18.8	:	20.8
Marcona current - Spain	:	21.4	:	23.4
Mallorca proprietario, Spain	:	18.1	:	20.1
Esperanza selected, medium - Spain	:	21.4	:	22.8
Marcona selected, medium - Spain	:	22.0	:	24.8
Valencias selected 3 crowns - Spain	:	21.4	:	22.8
Jordans, selected 3 crowns - Spain	:	26.5	:	30.2

Paris Office, Foreign Agricultural Service.

(*) The unshelled walnuts of the Danube generally sell for less than those of France and Italy.

Europe's capacity to consume American pecans

From the outset it must be said that the pecan is practically unknown in Europe. In fact, a great many Europeans have never seen this product and do not know of its existence. With large quantities of other nuts consumed in Europe at lower prices than in the United States, it is apparent that in introducing the American pecan in Europe, prices -- especially during the period of market development -- will have to follow more or less the low values of competing nuts. This will very likely mean selling pecans in Europe for much less than they are sold in the United States. When the development work is over and the pecan has become known to European consumers, however, it seems possible that a small quantity of these nuts might continue to sell even at a price higher than the introductory one. This may mean that in the end, the European buyers will have to purchase pecans at higher

prices than they will have to pay for other nuts. Such a situation is not altogether impossible, especially when it is remembered that there was a time in the United States when, the quantity of high-grade pecans being small as compared with walnuts, considerably higher prices were paid for the former than for the latter. Furthermore, since pecans are not grown in Europe, American pecans would not have to face the kind of direct competition which confronts American walnuts. It is not unlikely, therefore, that the European market should ultimately give better returns for pecans than for walnuts.

If a substantial European demand for pecans is to be created, it must be done by the industry as a whole, as early returns are likely to be relatively low, and money must be spent for advertising or general promotion work. It also appears advisable that the introductory work be confined to England, Belgium, Holland, and the Scandinavian countries. It is believed that any attempt in the near future to introduce the pecan in European nut-producing countries would not be successful, while present import restrictions in Germany (an important potential market) would make the introduction of pecans in that country very difficult at the present time.

It is difficult to ascertain the exact quantities of American pecans exported to European countries previous to 1935 as pecans were not separately classified in the American or the European foreign trade statistics. Since 1935, however, such exports have been reported separately in the United States Foreign Commerce and Navigation. In 1935 these pecan exports were as follows:

<u>Country of destination</u>	<u>Quantity</u>	<u>Country of destination</u>	<u>Quantity</u>
United Kingdom	28,745 lbs.	Irish Free State	115 lbs.
Germany	3,102 "	Italy	106 "
France	500 "	Netherlands	97 "
Belgium	360 "	Switzerland	75 "
Norway	230 "	Poland	50 "
Malta	155 "		
Spain	150 "	Total	33,685 lbs.

The Pecan in England

Despite efforts made by a few individuals in England to develop a market for the pecan, it is quite apparent that no serious effort has been made on the part of American growers or shippers to extend their activities in this direction. American pecans in small lots have been shipped to the United Kingdom for several years and are to be found now and then in some of the better class of shops, particularly in those catering to the American trade. As a matter of fact, few dealers are cognizant of the fact that such a product even exists. However, since England has for many years held the distinction of being the world's largest market for foodstuffs and since it has long been regarded as America's best customer for certain foods, it is quite logical that attention should be focused on that market as a possible European outlet for pecans.

To begin with, the pecan to sell in England must be properly priced. If pecan prices are not on a competitive basis with other nuts, the chances for the successful introduction of this product are rather meager. In previous attempts to introduce pecans in England, the

question of price has always been the deterrent factor. With Brazil nuts, filberts, almonds, and walnuts selling at from 12 cents to 25 cents per pound, it is not easy for the few London shops carrying pecans to place large quantities of that product at the present retail prices of from 75 cents to \$1.25 per pound.^{a/} The fact that a few pecans are sold by these high-class shops, however, indicates a possibility of developing a greater outlet. On the whole, the United Kingdom offers a good market for nuts and is becoming increasingly important in that field (see tables on nut imports in England). Nuts of all types are put up in attractive cellophane packages, and salted almonds and peanuts are today quite widely used when serving cocktails or often included in the list of hors d'oeuvres.

Table 11

UNITED KINGDOM: Imports of nuts, by quantity
and value, 1929-1935.

Quantity

Type of nut	1929	1930	1931	1932	1933	1934*	1935*
	Short tons						
Almonds ^{1/}	14,894	13,859	15,430	14,452	15,159	16,092	18,226
Filberts ^{1/} ...	5,408	5,531	6,536	5,847	4,175	5,113	6,393
Walnuts ^{2/} ...	6,050	6,751	7,483	5,766	5,834	7,029	8,045
Brazil nuts ..	18,946	8,887	16,540	12,903	20,395	15,050	15,704
Peanuts	194,112	173,496	213,369	152,673	201,414	183,419	248,545
Other nuts ...	22,357	23,334	26,827	28,191	28,256	24,394	26,226
	Value**						
	1,000 dollars						
Almonds	8,251	5,938	5,581	4,097	5,190	5,768	6,388
Filberts	1,893	1,703	1,572	938	777	1,165	1,708
Walnuts	1,887	1,996	2,008	1,029	1,303	1,793	2,113
Brazil nuts ..	3,039	1,492	1,628	907	1,462	1,197	1,412
Peanuts	11,418	8,956	6,632	4,313	6,271	5,100	9,765
Other nuts ...	2,426	2,414	1,869	1,497	1,684	1,460	1,980
Total value	28,914	22,499	19,290	12,781	16,687	16,483	23,366

Foreign Agricultural Service Division. Compiled from the Annual Statement of the Trade of the United Kingdom, 1933, and the Monthly Trade and Navigation of the United Kingdom, December 1935.

*Preliminary.

**Conversion of sterling pounds into dollars was made on the basis of the average rate of exchange for each year.

^{1/} Spain and Italy are the principal suppliers of almonds and filberts.

^{2/} Prior to 1933, France and Italy were the two principal exporters of walnuts to the United Kingdom. Since 1933, however, France and the United States head the list of walnut suppliers.

^{a/} Good pecans usually retail in the United States for 30 cents per pound or less.

The annual per capita consumption of all nuts in the United Kingdom has reached 3.2 pounds (1933), yet there is no evidence to show that permanent tastes have been developed for certain nuts. It is believed, therefore, that if the pecan is given the same opportunity as other nuts, its chances of success might be equally good. Investigations made on the English market indicate that to create a wide outlet for pecans in England, the product should be purchased at a price which would enable retailers to sell it for a shilling or about 24 cents per pound. If a good but perhaps not quite so broad a distribution is to be created, they should not retail for more than 30 cents a pound.

Apart from the price factor, quality should be given serious consideration if the pecan is to sell on the English market. At present pecans sold in London are not always of the best quality. Since they now are strictly a luxury product, the turnover is very small and they are apt to become old and stale. This is unlike the case of other nuts which are extensively advertised and sold as new-crop nuts. As an illustration, Brazil places considerable emphasis on the fact that it is offering "fresh, new season crop nuts". In introducing the pecan in the United Kingdom, therefore, only the better varieties or a good blend of thin-shelled varieties should be used. The bleached product might take well on this market. Small, old-crop, or thick-shelled nuts should not be shipped to be sold in competition with good quality almonds, walnuts, filberts, and Brazil nuts.

It is also believed that aside from price and quality factors, pecans have not been used more extensively in England because there has been no regularity in supplies. In Europe, it is customary to develop trade through representatives, and brokers are eager and constantly on the alert to secure the exclusive handling of certain brands or types of products. By being assured of a constant and regular supply, they can push the product by keeping it constantly before the consumer. It frequently happens, however, that a broker develops a substantial trade in a certain line only to have it abruptly broken off through the curtailment of supplies. When this occurs buyers turn to the next best article, preferring something they can depend upon regularly.

The English nut market - The nut market of England is peculiar in that it experiences great fluctuations. It is highly speculative in all its phases and very difficult to figure out. As a rule supplies are contracted for months in advance of the shipping season. Brazil nuts, for instance, are purchased in bulk on a tonnage basis at a price varying from 30 to 35 shillings per cwt. or about 6.6 to 7.8 cents per pound. Upon arrival in England in September, they may be worth 20 shillings per cwt., or 4.4 cents per pound. Two or three months later when the Christmas demand begins to manifest itself, the price may go up to 50 shillings per cwt., or 11.1 cents per pound, and immediately after Christmas the price will again drop to perhaps 4.4 cents per pound.

As an illustration of what American pecans must face in the way of competition from other nuts, the following prices are of interest:

Table 12

UNITED KINGDOM: Average wholesale and retail prices of nuts on the London market in December 1935.

WHOLESALE PRICES

Nuts by variety	:	Cents per pound
<u>Unshelled nuts</u>	:	
Almonds (soft shell):	:	
Faro	:	11.9 - 12.3
Terragona	:	10.9 - 11.4
Cartagena	:	10.3 - 10.7
Iviza	:	8.5
Walnuts:	:	
Indian No. 1	:	8.7 - 9.1
French	:	12.3 - 15.8
California	:	8.0 - 11.6
Filberts:	:	
Barcelona	:	9.8 - 10.0
Sicilian	:	10.5
Turkey points	:	10.7
Bulk Spanish	:	10.3
Brazil nuts:	:	
Large Manoa	:	10.3 - 11.0
Large medium Manoa	:	9.9 - 10.1
Paras	:	8.8 - 9.2
<u>Shelled nuts</u>	:	
Almonds	:	27.0 - 38.0
Walnuts	:	34.0
Filberts	:	22.5
Brazil nuts	:	31.0

RETAIL PRICES

Nuts by variety	:	Cents per pound
<u>Unshelled nuts</u>	:	
Almonds	:	11.5 - 12.0
Walnuts, French	:	21.0
" , California	:	14.0 - 18.0
Filberts	:	12.0 - 16.0
Brazil nuts	:	12.0
Pecans	:	37.0 - 123.0

London Office, Foreign Agricultural Service Division.

Methods of selling - There are three principal methods through which pecans might be sold in England and each has its particular advantages:

1. Importing firms which deal with brokers. There are many competent brokers who are not familiar with the importing or exporting angle and who prefer to deal with importing firms. These firms frequently have good connections through which they can place considerable quantities of the imported product.

2. Brokers and importers who handle consignments on commission. These men accept goods direct from the exporters and have a wide field of distribution.

3. Individual representation such as is maintained by several American cooperative associations having a substantial export trade. This method is satisfactory only when handling a large volume of trade. It is expensive, and the cost is hardly justified when transactions are small. If this method is adopted an agent or distributor should be chosen for each of the important markets of England. Each agent selected should take a personal interest in the commodity and should be counted upon to push it aggressively.

It is essential that the producer, shipper, and importer cooperate closely if the pecan is to secure the desired foothold on the English market. Furthermore, a price should be agreed upon that would be sufficiently attractive to encourage buyers to speculate. Regularity of supply should be guaranteed over a given period and prices should be kept fairly stable.

Shipments - Brazil nuts destined for the United Kingdom are shipped in bulk to Liverpool where they are bagged for redistribution. It is believed, however, that in the case of pecans, the box is the more desirable container for export, especially for the thin or paper-shelled varieties, as it insures greater protection and less breakage. From the distributing point of view, the smaller package has its advantages. Many dealers would be more inclined to stock up with 25- or 50-pound boxes than they would with 100-pound bags.

The time of shipment is an important consideration with regard to nuts destined for the English market. In England, nuts are purchased for September/October delivery as the trade experiences its busiest season just before Christmas. At this time substantial quantities of nuts, dates, figs, and raisins are stocked by shops that ordinarily do not deal in these products during the remainder of the year. If new-crop nuts are unavailable for shipment in the early fall, great care should be taken to see that the old-crop nuts are in good condition before they are exported.

Railroad freight charges on less than carload lots of pecans in boxes or bags from Georgia to New York are approximately \$1.425 plus 11 cents emergency fare per 100 pounds. From Georgia to Baltimore, Maryland, the rate is \$1.35 plus 11 cents emergency fare. On carload lots of 30,000 pounds the rates are 99 cents plus 5 cents per 100 pounds and 93 cents plus 5 cents per 100 pounds, respectively. The ocean freight from Baltimore or New York to ports in the United Kingdom is 70 cents per 100 pounds.

Since March 1, 1932, when the Import Duties Act of that year became effective, the import duty on pecans entering into England has been 10 percent ad valorem.

Advertising - To stimulate interest on the English market in pecans a certain amount of advertising should be employed. It is believed that, of the several methods used in advertising, the most effective way to push pecans would be perhaps the use of trade papers and posters. First of all, it is important that dealers and retailers be informed of the existence of such a thing as the pecan. Trade papers together with attractive posters are good media for bringing this product to public attention generally.

Another method believed to be effective in advertising pecans would be through the distribution of samples. By giving out a sample of a dozen nuts in a small cellophane bag, it would be easy to get people to try them. Some printed matter should be included in each bag, giving a brief historical sketch of the pecan, stating its outstanding qualities, and suggesting some of the many ways in which it may be used. Each dealer stocking up on pecans should be given some of these samples to distribute to his customers. After a year or two, a more extensive advertising campaign could be adopted.

The pecan in Germany

Germany is a large nut-consuming country; it produces a few walnuts and filberts which are far from satisfying domestic requirements. A trial shipment of American pecans was made to Germany in 1934 and about the same quantity was also exported in 1935. Sales were reported as very slow, however, because the nut was still unknown and prices were prohibitive. From investigations conducted in Germany, it appears that in case pecans are to be marketed in that country, the bleached paper-shell nut would probably be given preference. It is also believed that not much business would be conducted in shelled pecans. The trade agrees that the pecan has an excellent taste and that it is very oily and would probably be suitable for roasting or baking purposes. It is stated, however, that the pecan should be well advertised and that pecan prices should be lower than those of walnuts and other nuts on the German market if consumption in large quantities is expected. (Italian and Turkish filberts and walnuts are usually available at very low prices in Germany).

Table 13

GERMANY: Imports of nuts by type, unshelled basis,
1929-1935.

Type of nut	1929	1930	1931	1932	1933	1934	1935
	Short tons						
Filberts 1/....	30,527	32,287	32,994	44,259	41,119	50,564	57,782
Almonds 2/....	14,096	13,536	13,532	13,558	16,531	18,816	22,140
Peanuts.....	1,025,376	1,011,544	919,784	387,439	493,290	610,802	311,914
Other nuts 3/ :	15,756	14,112	17,459	15,587	15,251	20,994	22,704

Foreign Agricultural Service Division. Compiled from official sources.

1/ Imported mainly from Italy, Turkey, and Spain. Since 1934, Turkey has supplied more than either Italy or Spain.

2/ Prior to 1934, German almond imports came mainly from Italy, Spain, and Persia. Since 1934, Turkey has replaced Persia as third source of almond supply.

3/ Includes walnuts, Brazil nuts, kolanuts, and other nuts.

It appears to be generally agreed, on the other hand, that the question of pecan imports is not a practical one under the present foreign exchange restrictions in Germany. Even compensation business in pecan nuts does not appear to be feasible. Preference in imports has always been given to more important articles such as cotton, fats, and oils, etc.; and dried and fresh fruit and nut imports are regarded as of secondary importance. This situation has become more readily apparent as exchange conditions have become worse from month to month. Thus, there was a time when it was possible to import fruits and nuts on a basis of 1 to 1.3. This was later increased to 1 to 1.5 and then to 1 to 2. This means that a compensation deal in these products must involve the exportation of 2,000 Reichsmarks worth of German goods for every 1,000 Reichsmarks worth of fruits or nuts imported. Since the beginning of 1936, this exchange ratio has been set at 1 to 3 which is still more unfavorable and for all practical purposes amounts to a prohibition of fruit and nut imports. If and when trade relations between Germany and other countries return to normal and pecan prices are substantially lower than their present level, the trade seems to believe that there would then be a very good chance of developing a market for American pecans in that country.

The pecan in France

France produces large quantities of walnuts and to a lesser degree almonds and filberts. It not only consumes large quantities of these nuts but is also a large importer of peanuts, Brazil nuts, and other types

of nuts. The pecan is almost unknown in France, however, and, since it would compete directly with domestic walnuts, it is not believed that the well-protected French market could offer any outlet for American pecans at the present time.

Table 14
FRANCE: Imports of nuts, by type, unshelled basis,
1929-1934

Type of nut	1929	1930	1931	1932	1933	1934
	: Short : tons					
Almonds, green 1/	276:	477:	764:	855:	365:	373
Almonds 2/	12,469:	15,188:	15,463:	17,803:	20,329:	19,161
Filberts 3/.....	5,678:	5,414:	5,902:	6,983:	6,659:	6,399
Walnuts 4/	6,068:	1,675:	2,144:	1,604:	1,630:	934
Peanuts.....	945,558:	978,878:	963,580:	961,138:	1,132,020:	1,027,510
Pistachios.....	49:	45:	59:	73:	71:	77
	:	:	:	:	:	:

Foreign Agricultural Service Division. Compiled from official sources.

1/ Imported mainly from Algeria, Spain, Tunisia, and Morocco.

2/ Imported mainly from Spain, Italy, Morocco, and Portugal.

3/ Imported mainly from Italy, Spain, Russia, and Turkey.

4/ Shelled walnuts are imported mainly from Turkey, Italy, Persia, and Russia. Prior to 1934, unshelled walnuts were imported mainly from Italy, Turkey, Rumania, and Russia. Since 1934, however, the United States heads the list of sources supplying unshelled walnuts to France.

In the French tariff pecans are classified as nuts, thereby coming under the quota and subject to a license fee of 50 francs per quintal, or about 1.5 cents per pound. An exceptional treatment is accorded to Brazil nuts, however, which, while classified as nuts, have been taken out of the quota and do not pay the license fee. On various occasions the French Government has been asked to reclassify pecans so as to take them out of the nut quota and give them the same standing as Brazil nuts. The chances of obtaining such a reclassification are very meager, however, since pecans compete more directly with French walnuts than do Brazil nuts, a fact with which the French are well acquainted. The position of the French can be appreciated better when it is recalled that about the only market left for their walnuts is the domestic one.

The pecan in Belgium

A fairly large variety of nuts, especially walnuts, is marketed in Belgium every year and the demand for these nuts is said to be good. An investigation made by the American Consul at Antwerp, Belgium, indicates, however, that pecan nuts are unknown in that market. The firms

consulted stated that it might be possible to create a demand for pecans for use in candy manufacture, especially in the chocolate industry, provided "that the composition of the nut lends itself to such use, that the nut appeals to the taste of the Belgian public, and that prices are competitive with other nuts being sold here".

Table 15

BELGIUM: Imports of nuts, by type, unshelled basis,
1929-1935

Type of nut	1929	1930	1931	1932	1933	1934	1935
	Short tons						
Almonds 1/	1,922	2,472	2,805	1,038	977	1,018	1,219
Filberts 2/	1,690	1,713	2,431	1,370	1,291	1,611	1,735
Walnuts 3/	528	549	1,155	789	981	1,177	596
Brazil nut's 4/ ..	107	90	134	153	149	175	5/
Pistachios.....	1	1	1	1	6/	6/	6/
Peanuts	30,860	34,714	46,428	26,852	37,272	34,063	1/
	:	:	:	:	:	:	:

Foreign Agricultural Service Division. Compiled from official sources.

1/ Imported mainly from Portugal, Italy, and Spain.

2/ Imported mainly from Italy, Turkey, and Spain.

3/ Imported mainly from France, Italy, and Germany.

4/ Imported mainly from the United Kingdom, Germany, and Brazil.

5/ Not available.

6/ Less than 1/2 ton.

With California walnuts currently selling in Belgium at 8.50 to 9.00 francs per kilo (13.1 to 13.8 cents per pound) and Turkish, Rumanian, and French nuts selling at prices ranging between 4 and 6 francs per kilo (6.1 to 9.3 cents per pound), the local Belgian trade is of the opinion that in order to successfully introduce pecans in Belgium they should be placed on the market at a price not exceeding 4 francs per kilo (6.1 cents per pound).

It is believed that pecans would come under Item 86 ("common nuts") of the Belgian customs tariff. This means that the import duty on pecans shipped to Belgium would be:

46 francs per 100 kilos or about 0.7 cents per pound for unshelled pecans,

and 92 francs per 100 kilos or about 1.4 cents per pound for the shelled product.

In addition to this duty there is a luxury tax of 9 percent ad valorem.

Dutch nut imports

With the exception of peanuts, which are imported mainly for oil and oil meal, nut imports into The Netherlands are not important. Peanut imports, which have increased substantially in recent years, are purchased mainly from British India, China, British West Africa, and French Equatorial Africa. Since only walnuts, filberts, and peanuts are reported separately in the Dutch import statistics, it is not possible to judge the importance of other nut imports. It is believed, however, that these are not as important as these of walnuts and filberts.

Walnut imports into The Netherlands in recent years have been on the increase. Prior to 1933, France and Germany supplied the bulk of these imports. In 1933, imports of walnuts from the United States amounted to 10 percent of all Dutch imports of walnuts. In 1934, American walnuts accounted for about 40 percent of all walnuts imported, almost equalling the combined imports from France and Germany.

Table 16

NETHERLANDS: Imports of nuts, by type, unshelled basis,
1929-1934 1/

Type of nut	1929	1930	1931	1932	1933	1934
	: Short : tons					
Walnuts	633:	670:	1,160:	1,356:	1,126:	1,261
Filberts	378:	387:	512:	848:	619:	582
Peanuts	101,772:	120,912:	143,465:	85,418:	120,012:	193,597
	:	:	:	:	:	:

Foreign Agricultural Service Division. Compiled from official sources.

1/ Only walnuts, filberts, and peanuts are reported separately in the Dutch import statistics; imports of other nuts are included in "other dried fruits".

Filberts are imported into The Netherlands mainly from Italy, Spain, Turkey, as well as through German reexports. In recent years these imports also have increased.

The pecan is practically unknown in The Netherlands. In 1935 only 97 pounds of American pecans were shipped to that country. The tariff duty on imports of shelled or unshelled nuts, including pecans, is as follows:

10 percent ad valorem
1 percent compensatory duty
4 percent sales tax
and a monopoly fee of 5 florins per 100 kilos (about 1.5 cents per lb.).

Scandinavian nut imports

Denmark - In recent years Danish imports of nuts have had a decreasing tendency. Almond imports are second in importance only to peanuts and are supplied mainly by Spain, Italy, and France. Danish imports of almonds usually exceed the combined imports of all other nuts except peanuts. Filbert imports follow and are imported mainly from Italy, Spain, Turkey, and through German reexports. Unshelled walnuts come mainly from France, the United Kingdom, Rumania, Germany, and since 1934, from the United States. Shelled walnuts come mainly from France, Turkey, Greece, and Spain.

Table 17

DENMARK: Imports of nuts, by type, unshelled basis,
1929-1934

Type of nut	1929	1930	1931	1932	1933	1934
	:Short : tons					
Almonds	2,246:	2,295:	2,450:	1,969:	2,129:	2,349
Filberts	708:	845:	893:	949:	789:	1,018
Walnuts	431:	443:	516:	315:	404:	441
Brazil nuts ..	194:	132:	254:	125:	231:	165
Pistachics ..	1:	1:	1:	1:	1:	0
Peanuts	30,860:	34,714:	46,428:	26,852:	37,272:	34,063
Other nuts ..	1:	2:	21:	1:	2:	2
	:	:	:	:	:	:

Foreign Agricultural Service Division. Compiled from official sources.

No pecan shipments to Denmark were reported in recent years, and it is doubtful whether this nut is known in that country. The tariff duty on nuts imported into Denmark is:

5 crowns per 100 kilos (or about 0.5 cents per lb.) unshelled.

Sweden - Sweden imports more than twice as many almonds as do Denmark and Norway together. Imports of unshelled almonds come mainly from France, Italy, and Spain, whereas the bulk of the shelled almonds imported is purchased from Spain, Italy, Portugal, and Persia. Up to 1932

the small quantities of walnuts imported into Sweden had come mainly from France, Italy, and Germany. Since 1932, however, the United States heads the list of countries exporting walnuts to Sweden.

Table 18

SWEDEN: Imports of nuts, by type, unshelled basis,
1929-1934

Type of nut	1929	1930	1931	1932	1933	1934
	Short	Short	Short	Short	Short	Short
	tons	tons	tons	tons	tons	tons
Almonds	7,380	7,339	8,660	7,533	7,853	9,025
Walnuts	159	162	202	165	183	249
Peanuts	7,229	7,470	8,915	1,268	1,387	3,048
Other nuts ...	650	964	1,051	1,000	873	1,105
	:	:	:	:	:	:

Foreign Agricultural Service Division. Compiled from official sources.

The import duty on nuts shipped to Sweden is:

30 crowns per 100 kilos or about 3.5 cents per lb. on unshelled

and 50 crowns per 100 kilos or about 5.8 cents per lb. on shelled.

Norway - Norwegian imports of nuts are smallest of all of the three Scandinavian countries. Although not very important, these imports have shown an increase in recent years, especially in the case of peanuts. Peanut imports rank first in importance, followed by almonds and filberts. Italy and Spain supply the bulk of these two nuts.

Table 19

NORWAY: Imports of nuts, by type, unshelled basis,
1929-1935

Type of nut	1929	1930	1931	1932	1933	1934	1935
	Short	Short	Short	Short	Short	Short	Short
	tons	tons	tons	tons	tons	tons	tons
Almonds	781	750	836	907	923	1,103	1,106
Filberts	476	637	568	591	463	553	512
Peanuts	1,103	8,530	16,503	7,079	10,145	15,102	
Other nuts ..	279	278	328	236	308	319	322
	:	:	:	:	:	:	:

Foreign Agricultural Service Division. Compiled from official sources.

In 1935, Norway imported 230 lbs. of American pecans. The import duty on nuts shipped to Norway is:

40 crowns per 100 kilos or about 4.5 cents per lb. unshelled.

